Agenda Item 9-B
Action Item

To: Chairman Smedberg and the VRE Operations Board

From: Doug Allen

Date: March 17, 2017

Re: Authorization to Execute a Contract for Security Camera Equipment

Recommendation:

The VRE Operations Board is asked to authorize the Chief Executive Officer to execute a Contract with Resolute Partners of Southington, CT for Security Camera Equipment in the amount of $462,123, plus a 10% contingency of $46,212, for a total amount not to exceed $508,335.

Background:

VRE is undergoing a modernization of its current surveillance camera system as recommended in our most recent Threat and Vulnerability Assessment (TVA). VRE’s current legacy system consists of a mix of analog and digital camera equipment, much of which is approaching the end of its useful life. The purchase made through this IFB is intended to replace some existing cameras and supplement the physical coverage of others.

On May 15, 2015, the VRE Operations Board approved a request to issue an Invitation for Bids (IFB) for Security Camera Equipment. A mailing list of five prospective Bidders was established for the solicitation to ensure access to adequate sources of services. On January 27, 2017, an IFB was issued and bids were due on February 27, 2017. Five responses were received.
The IFB requested unit prices on a base order of 130 security camera units, 22 network video recorders (NVR), assorted cabling, housing and mounting components and back-office user software licenses.

A mailing list of five prospective Bidders was established for the solicitation to ensure access to adequate sources of services. On January 27, 2017, an IFB was issued and bids were due on February 27, 2017. Five bidders responded.

Staff conducted a historical price analysis to determine the Independent Cost Estimate (ICE). Proposed costs were less than the ICE and therefore certified to be fair and reasonable.

The bid tabulation is as follows:

<table>
<thead>
<tr>
<th>Bidders</th>
<th>Bid Amount (Base order plus all Options)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Resolute Partners</td>
<td>462,123</td>
</tr>
<tr>
<td>2. Stanley Security Solutions</td>
<td>479,000</td>
</tr>
<tr>
<td>3. MCW Solutions</td>
<td>483,369</td>
</tr>
<tr>
<td>4. Axis Global Enterprises</td>
<td>499,753</td>
</tr>
<tr>
<td>5. Star Asset Security</td>
<td>532,107</td>
</tr>
</tbody>
</table>

After review of the bids, it was determined that Resolute Partners was the lowest responsive-responsible bidder.

**Fiscal Impact:**

Funding for this contract is provided in the FY 2017 CIP budget for Security Cameras, under Asset Management.
Virginia Railway Express  
Operations Board  

Resolution  
9B-03-2017  

Authorization to Execute a Contract for Security Camera Equipment  

WHEREAS, VRE employs a formal Threat and Vulnerability Assessment (TVA) process to identify measures to improve safety and security; and,  

WHEREAS, the sophistication and coverage levels of our security camera system have been identified through the TVA process as an important step in continuous safety and security improvement; and,  

WHEREAS, VRE staff completed a competitive procurement process to establish a unit price for security camera equipment; and,  

WHEREAS it was determined that Resolute Partners was the lowest responsive-responsible bidder;  

NOW, THEREFORE, BE IT RESOLVED THAT, the VRE Operations Board does hereby authorize the Chief Executive Officer to execute a Contract with Resolute Partners of Southington, CT for Security Camera Equipment in the amount of $462,123, plus a 10% contingency of $46,212, for a total amount not to exceed $508,335.  

Approved this 17th day of March 2017  

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Paul Smedberg  
Chairman  

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Katie Cristol  
Secretary  